



VICTORIA/SA/TAS TERRITORY MANAGER

\$90,000 + Bonuses + Benefits including car

Brief:

Due to continued business growth, we are seeking a Territory Manager to manage existing key accounts, and development new business opportunities to grow the Victorian, South Australian and Tasmanian territory. This role requires a strong sales professional who can work autonomously and technically sell a product and solution to all original equipment distributors and large earthmoving companies of excavators. As well as having boundless energy and enthusiasm, the ideal candidate will be a self-starter with a proven track record in capital equipment sales. He/she will be able to engage with customers at all levels, from individual owner operators to large hire fleets as well original equipment distributors (OED's).

The Role:

In this role you will be primarily responsible for management of new business development, existing key accounts and implementation of strategic growth strategies for Doherty throughout VIC/SA/TAS territories. Your key function will be to professionally represent Doherty and maximise sales through the establishment of excellent working relationships with quality customers throughout the territory.

Key responsibilities:

- Preparation (in conjunction with the executive team) of annual sales budget and forecast for new and existing business development in VIC/SA/TAS
- Create and maintain clear strategies for account management of existing key customer accounts
- Identifying and managing future business opportunities in the market
- Researching market trends in the sector and identifying growth areas
- Driving business development activities
- Leading and/or supporting major bid submissions
- Establish and maintain excellent working relationships with OED's to market Doherty products
- Provide technical and commercial support to OED's and end-users
- Preparation, presentation and following up of quotes for all product lines
- Plan, organize and participate in agreed trade shows exhibitions, and demos
- Weekly and monthly reporting and attending sales meetings as agreed
- Management and updating of our in-house CRM
- Working to and achieving all KPI's.

Desired competencies, personal skills and experience:

- Demonstrated key account management and business development experience
- Comprehensive knowledge of the earthmoving attachment industry
- Demonstrated bid submission experience
- Mechanically minded, preferably with technical and practical experience from the field
- Excellent written and verbal communication skills
- Strong planning and organisation skills
- Experience in educating sales personnel of product
- Proficiency in the use of Microsoft packages and experience using a CRM
- Ability to undertake frequent travel
- Ability to work autonomously in an efficient and organised manner in a fast paced and often high pressure environment
- Absolutely trustworthy and dependable

It is expected you will be able to demonstrate substantial experience in a similar position, strong attention to detail, exceptional communication skills and the ability to deliver excellent outcomes.

About us:

We design manufacture and distribute world leading high quality earthmoving attachments for the construction, demolition, quarrying and mining industries. Doherty Couplers and Attachments is a New Zealand Company with a fully owed Australian Subsidiary and has licencing agreements in the USA and Europe. The success of the company is based on our promise:

“To supply high quality earth moving attachments which are safe, durable, and exceed our customers' expectations and represent outstanding value for money”.

Send your CV and covering letter to: Janine Macdonald e-mail: janine@dohertydirect.net

www.dohertydirect.net

Note: Applicants for this position should have Australian residency or a valid Australian work visa.